

2019 Sign-up and Renewal Journey

The Outreach and Sales Distribution Services Team

9.20.2018

OutreachandSales@covered.ca.gov

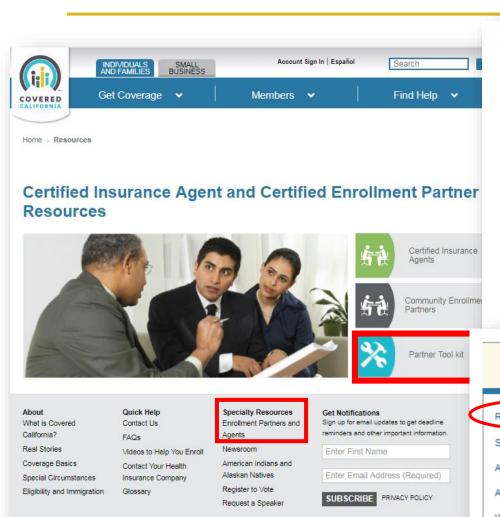
Agenda

- 1. Tools & Resources
- 2. 2019 Sign-up & Renewal Journey
- 3. Covered California Policy Reminders
- 4. CalHEERS Release 18.9
- 5. Questions?



TOOLS & RESOURCES

Tools & Resources: What You Need to Know





Visit www.CoveredCA.com

- In the footer, click "Enrollment Partner & Agent Resources"
- Click "Partner Tool Kit" for all Tool Kits
- Click "2019 Renewal Tool Kit"



COVERED 2019 Renewal Quick Guide Covered California Cons for Verification Notice **Certified Enrollers**

- Update consumer information in the application
 - a. The renewal journey will prompt enrollers and consumers at the very beginning of the application to pick a path in the application:
 - i. Get Started: To walk through the application and report changes for the consumer's upcoming 2018 benefit year
 - ii. No Changes to Report: Allows the enroller or consumer to bypass the pages of the application if there are no changes between the information for 2018 and

their consent for Covered California to electronically verify their

or Verification Quick Guide for more information on helping

e year will be carried over on the 2019 renewal summary found on the Renewal Notice (CalNOD12) - see below.



Resource

Covered California Renev

Notice (CalNOD12)

a- English a- Spanish

b- English b- Spanish

c- English c- Spanish

d- English d- Spanish

(CalNOD11)

consumer at the end of September 2018-2019 premium Renewal Tool Kit mium Tax Credit (APTC) amount provided consumers start the clock on automatic renewal (30 days from October 1, 2018. Special Enrollment Tool Kit ers in an enrolled or pending status. tomatically re-enroll into their same plan, if same plan is Agency Manager Tool Kit > Velcome Notice (CalNODO1) - new 2018 APTC amount provided. Approved Admin Staff Role Tool Kit > a Standard Benefit Designs. Webinars, Briefings, and Downloads andard benefit designs. Agent Extranet Tool Kit > w.CoveredCA.com for coverage effective January 1, 2019 Social Media Tool Kit > ghout 2019 Sign-up process - October 15, 2018 - January 15, " status will cancel the application. new and who have not terminated coverage by October 15, 2018 Subsidy-Eligible Maps Tool Kit > pt-out of 2019 Renewal. Storefront Tool Kit Page 1 of 3 September 19, 2018 Small Business Tool Kit >



Tools & Resources: Service Center

Agent Service Center Phone:

(877) 453-9198, <u>agents@covered.ca.gov</u>

CEC/PBE Help Line Phone:

(855) 324-3147

Hours of Operation:

Monday thru Friday 8:00 a.m. to 6:00 p.m. Saturdays and Sundays, Closed

<u>Service Center Hours of Operation>></u>





(855) 777-6782, shop@covered.ca.gov

Hours of Operation:

Monday thru Friday 8:00 a.m. to 5:00 p.m. Saturdays and Sundays, Closed

Tools & Resources: Field Operations & Account Service Teams



Sales Area		Field Representative*	Account Representative**	
1	Northern California	Jill Wimberly	Vacant - Contact Khaled D.	
	Rating Regions 1, 2, 3	916-508-8734	P 916-228-8532/C 916-247-3799	
		Jill.Wimberly@covered.ca.gov	Khaled.Dastagirzada@covered.ca.gov	
2	Bay Area	Marc Ross	Khaled Dastagirzada	
	Rating Regions 4, 5, 6, 7, 8	916-539-5524	P 916-228-8532/C 916-227-3799	
		Marc.Ross@covered.ca.gov	Khaled.Dastagirzada@covered.ca.gov	
3	Central Coast Rating Regions 9, 12	Diannah Thomas	Vacant - Contact Khaled D.	
		916-591-5444	P 916-228-8532/C 916-247-3799	
		Diannah.Thomas@covered.ca.gov	Khaled.Dastagirzada@covered.ca.gov	
4	Central Valley	Aaron Johnson	Khaled Dastagirzada	
	Rating Regions 10, 11, 13, 14	916-591-3178	P 916-228-8532/C 916-227-3799	
		Aaron.Johnson@covered.ca.gov	Khaled.Dastagirzada@covered.ca.gov	
5-E	Los Angeles - East Rating Region 15	Claudie Kiti Bustamante		
		916-539-4773	Jasmine Andrade	
		Claudie.KitiBustamante@covered.ca.gov	P 916-228-8494/C 916-247-2852	
5-W	Los Angeles - West Rating Region 16	Tiffany Nguyen	Jasmine.Andrade@covered.ca.gov	
		916-823-6254	Jasinine.Andrade@covered.ca.gov	
		Tiffany.Nguyen@covered.ca.gov		
6	Inland Empire	Edith Lara-Trad		
	Rating Region 17	916-539-5757		
		Edith.Lara-Trad@covered.ca.gov		
7	Orange County	Karol Sandoval	Shirley Swedlow	
	Rating Region 18	916-862-4073	P 916-228-8529/C 916 247-3919	
		Karol.Sandoval@covered.ca.gov	Shirley.Swedlow@covered.ca.gov	
8	San Diego County	Keith Glenn		
	Rating Region 19	916-584-3458		
		Keith.Glenn@covered.ca.gov		

Tools & Resources: Briefings & Alerts

Agents – Agents@covered.ca.gov

Community Partners –

OutreachandSales@covered.ca.gov



Community Partner Alert

BREAKING NEWS FROM COVERED CALIFORNIA

July 19, 2018



2019 Sign-up Process

2019 Sign-ups Begin October 15, 2018

Mark your calendar! Assist your consumers with their process October 15 through December 15 for a Janua Consumer's signing up between December 16 and January 1, 2019 effective date. Covered California's a October 1, 2018.

Sign-up for 2019 Starting October 15, 2018

October 15, 2018 – December 15, 2018

December 16, 2018 – January 15, 2019

F

Renewal

Ensure Consumer Consent for Verification is Curr

When a consumer fills out their application, they choos California to verify the information in their application e the Federal Data Services Hub (FDSH). This is called Verification.

A consumer may authorize Covered California to elect their information for a period of zero (0) to five (5) year Covered California to apply the Advanced Premium Ta without the consumer having to take any action.



August 17, 2018

2019 Sign-up Process

2019 Sign-ups Begin October 15, 2018

Mark your calendar! Assist your consumers with their enrollment and signup process October 15 through December 15 for a January 1, 2019 effective date. Consumer's signing up between December 16 and January 15 will have a February 1, 2019 effective date. Covered California's active renewals begin October 1, 2018.

Sign-up for 2019 Starting October 15, 2018	Effective Date
October 15, 2018 – December 15, 2018	January 1, 2019
December 16, 2018 – January 15, 2019	February 1, 2019

Renewal

Ensure Consumer Consent for Verification is Current

When a consumer fills out their application, they choose to allow Covered California to verify the information in their application electronically using the Federal Data Services Hub (FDSH). This is called Consent for Verification

COVERED Agent Alert
BREAKING NEWS FROM COVERED CALIFORNIA

August 22, 2018

Now Available - 2019 Regional Rate and Plan Information Booklet

Last Month, <u>Covered California announced</u> rates and plan participation for 2019. The weighted average rate change is 8.7 percent this year, and all 11 health insurers will continue to offer coverage. The <u>2019 Rate Booklet</u> and <u>2019 Patient-Centered Benefit Design</u> are now available to review for more information.

Register Today! "Unstoppable" 2019 Open Enrollment Kick-off Meetings

Covered California is holding nine "Unstoppable" Open Enrollment Kick-off meetings across the state. These meetings are for our Certified Insurance Agents, Navigators, Certified Application Counselors, Counties, Carriers, and Community Groups. Join us as we present the Covered California 2019 plan year rates and offerings, latest CalHEERS updates, newest tools and resources, and hear from a Medi-Cal representative who will deliver tips on how to support your Medi-Cal enrollees.

Join us at one of the events listed below! Click here to register now>>

a announced that 11 plans will ealth insurance, with rates for 3.7 percent over 2018.

nodest than last year's I lower were it not for changes ent's decision to eliminate the his year, which should have ge rate increase announced circumstances for individual vn individual circumstances and y consumers may find they can ch to a lower cost plan.

consumers will be able to visit eir personal information to learn stimated price for 2019. Until today only reflects the

by region, Covered California nore information in the coming ed by Covered California today.

tore I www.coveredCA.com

Tools & Resources: Bringing Consumers To You

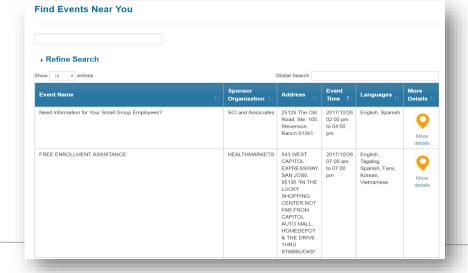
Covered California Website "Find Local Help to Enroll"

Covered California Storefront Program and Storefront Application





Covered California **Events Web Page** and **Propose an Event**





Tools & Resources: 2019 Sign-up Collateral



ALIFORNIA

Paper Calculators (13 languages available):

- Live on website >>
- Live on Print Store >>

Enrollment Guide & Now That You're Enrolled Brochure:

- English and Spanish Live on website >>
- English and Spanish Live on Print Store >>

2019 SIGN-UP & RENEWAL JOURNEY

2019 Benefit Year: 11 Health Plan Carriers



























2019 Benefit Year: 2019 Sign-up & Renewal Dates

2019 Sign-ups:

Timeframe	Effective Date of Coverage		
October 15, 2018 – December 15, 2018	January 1, 2019		
December 16, 2018 – January 15, 2019	February 1, 2019		

Renewals:

Timeframe	Effective Date of Coverage	
October 1, 2018 – December 15, 2018	January 1, 2019	

IMPORTANT NOTE:

Consumers can make changes to their application and/or plan selection during the 2019 Sign-ups for the 2019 benefit year

The **start date may change** based on the plan selection dates



RENEWAL: What You Need to Know

10/1/18: ✓ Active Renewal Starts 10/2/18: ✓ Sales Kick Off Meetings **Ends** 10/15/18: ✓ 2019 Sign-up **Starts** 12/16/18: 9/5/18: 10/31/18: 1/15/19: ✓ Renewal **Ends** at ✓ Passive (Auto) Sales Kick Off ✓ 2019 Sign-up **Ends** Meetings Starts **Renewal Begins** 12:01am **Renewal Period:** 10/1/18 through 12/15/18 September November December October January **Sign-up Period:** 10/15/18 through 1/15/19 **10/1/18-10/23/18:** 1/9/18 -1/15/18: 9/24/18: 11/8/18-11/16/18: 12/16/18: R18.9 Go Live ✓ Sends Renewal ✓ Bus Tour 1 ✓ Renewals sent to ✓ Bus Tour 2 10/1/18: Notice (NOD 12 a, b, Carriers **Ends** ✓ 2019 Plan c, and d) Information loaded to 10/2/18: the Shop & Compare ✓ Renewals sent to Tool Carriers **Begins** COVERED

RENEWAL: Active vs. Passive

Renewal Type	Definition	CalHEERS Outcome	Start Date	End Date
	Consumer actively makes a change (changes plans or reports a change)	CalHEERS accepts the changes and renews the		
Active	during the Renewal period for the	consumer's eligibility and	10/1	12/15
	upcoming plan benefit year.	enrollment for the upcoming plan benefit year.		
Passive	Consumer does not make a change during renewal to the application information or the health plan.	calHEERS automatically renews the consumer's eligibility and enrollment for the upcoming plan benefit	10/31	11/21
		year.		



RENEWAL: Consent for Verification Notice





{FIRST_NAME} {LAST_NAME} {ADDRESS_LINE1} {ADDRESS_LINE2} {CITY}, {STATE_CD} {ZIPCODE}

Important news about renewing your health insurance for {NEXT_BENEFIT_YEAR}

(CURRENT DATE)

Case Number: {CASE NUMBER}

Dear (FIRST_NAME) (LAST_NAME),

Covered California is getting ready for our Annual Renewal Period. During the renewal period, anyone who qualified for health insurance in {CURRENT_BENEFIT_YEAR} may be automatically re-enrolled in their same health plan if the plan is still available for {NEXT_BENEFIT_YEAR}.

You got this letter because you or a member of your household applied for health insurance with financial help and are **enrolled in** or **qualify for** a Covered California health insurance plan.

We need your consent

When you applied for health insurance with financial help, you agreed to allow Covered California to use computer sources such as the IRS to check your income and family size for (CURRENT BENEFIT YEAR).

Now we need your permission (consent) to check your income and family size again. We do this to see if you will qualify for financial help, such as premium assistance and cost-sharing reductions, for {NEXT_BENEFIT_YEAR}.

What happens next

So we can complete your renewal for {NEXT_BENEFIT_YEAR}, please update your consent information by **September 30**, {CURRENT_BENEFIT_YEAR}.

If you are enrolled in a Covered California plan now and do **not** give us permission to check your income and family size, we will renew your health insurance automatically

CalNOD11

August 8-15, 2018: Mailed the
 Consent for Verification
 "CalNOD11" to members who
 need to provide consent.

Members need to provide
 consent to Covered California to
 keep their Advanced Premium Tax
 Credit (APTC) for the 2019 benefit
 year.



RENEWAL: Consent for Verification Tips

Review the <u>Consent for Verification Notice</u> & <u>Consent for Verification Quick Guide</u> for more information.

- Update consumer's account contact information!
 - Residence (Mailing) address
 - Email
 - Phone number





Consent for Verification Quick Guide Certified Enrollers

IMPORTANT: Authorizing Electronic Consent to Verify Income

When a consumer fills out their application, they choose to allow Covered California to verify the information in their application electronically using the Federal Data Services Hub (FDSH) – This is called Consent for Verification. Consumers may authorize Covered California to electronically verify their information for a period of Zero (0) to Five (5) years. It allows Covered California to apply the Advanced Premium Tax Credits (APTC) and/or Cost Sharing Reductions (CSR) without the consumer having to take any action.

- Consumers who did not authorize Covered California to electronically verify income and household size for 2017 are being sent notices requesting their consent
- Consumers who are currently enrolled in a Covered California Health Plan and do not provide their consent to verify their information for the 2017 coverage year may lose their APTC and/or CSR

Follow the brief instructions below to help consumers update their consent for electronic verification in the online application.

- Log in to your account on www.CoveredCA.com
- Locate the "ACTIONS" section of the webpage (on the right)
- 3. Click on the "Update Consent for Verification and Tax Filing Attestation" link
- 4. Click on the drop down menu "Update my Consent for" to choose the number of years (up to 5 years) to allow Covered California to check your household income
- 5. Click the "Update" button on the bottom of the webpage to submit your choice

RENEWAL: Notice "CalNOD12"

Mid to Late September 2018 – Health Plans mail renewal notices to members.

Early to Mid-October 2018 – Covered California mails the first batch of renewal notices to members who are in an enrolled or pending status. All batches will be mailed by November.

Passive Renewal – starts 30 calendar days from the date of the Renewal Notice "CalNOD12"





{FIRST_NAME} {LAST_NAME} {ADDRESS_LINE1} {ADDRESS_LINE2} {CITY}, {STATE_CD_(FK)} {ZIPCODE}

Get ready to renew your health and dental insurance for <Next Benefit Year>!

<Notice Date>

Case Number: <Case #>

Dear {FIRST_NAME} {LAST_NAME}.

You are getting this letter because, in recious penefit you or members of your household qualified to enroll in a Covered California health plan. It is almost time for your health insurance coverage to be renewed. Renewal for your household is due by Find Renewal Date. When you renew your insurance, you will be able to:

- · Let Covered California know if your application information has changed
- Find out if you qualify for more or less financial help
- . Find out if your monthly premiums have changed
- . Change your current health or dental plan

Note: If someone in your household has Medi-Cal, your local county social services office may contact you for more information. To help them keep Medi-Cal, you will also need to provide any information your local county social services office asked of you.

You can go online to CoveredCA.com and renew your insurance. For more information on how to renew your insurance, read the "How do I renew my insurance now?" section of this notice. It is important to renew your insurance now to make sure you get the



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RENEWAL: Reminders

Shop during Renewal – complete plan selection by December 15, 2018 for a January 1, 2019 effective date of coverage.

Missed the 30 day passive renewal period?

Shop during the 2019 Sign-up season – complete plan selection by January 15, 2019 for a February 1, 2019 effective date of coverage – standard "start dates" rules apply.





{FIRST_NAME} {LAST_NAME} {ADDRESS_LINE1} {ADDRESS_LINE2} {CITY}, {STATE_CD (FK)} {ZIPCODE}

Get ready to renew your health and dental insurance for <Next Benefit Year>!

<Notice Date>

Case Number: <Case #>

Dear {FIRST_NAME} {LAST_NAME}

- · Let Covered California know if your application information has changed
- Find out if you qualify for more or less financial help
- · Find out if your monthly premiums have changed
- · Change your current health or dental plan

Note: If someone in your household has Medi-Cal, your local county social services office may contact you for more information. To help them keep Medi-Cal, you will also need to provide any information your local county social services office asked of you.

You can go online to <u>CoveredCA.com</u> and renew your insurance. For more information on how to renew your insurance, read the "How do I renew my insurance now?" section of this notice. It is important to renew your insurance now to **make sure you get the**

■₩ ValNOD12A ■ AllNOD12A ■

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RENEWAL: MAGI Medi-Cal Redeterminations





Medi-Cal



Redetermination Notices: Sent by local county Medi-Cal offices to consumers.

Mixed Households (CCA & Medi-Cal members):

- Application changes are to be <u>completed at the county</u>; <u>NOT</u> by Covered California Certified Enrollers (Agents, CECs, CACs, PBEs, SCRs, etc.)
- **Plan Selection** help can be completed for the Covered California portion of the enrollment by the county and Covered California Certified Enrollers only **AFTER** the county has updated the application with the household changes.



RENEWAL: Change Health Plan Carrier – New PCP

Reminder: Members **RENEWED** into a **NEW** carrier health plan (*actively or passively*) will be **ASSIGNED a new primary care physician** (PCP) by the new carrier **REGARDLESS** if the member's current PCP is in the new carrier's provider network.

HOW CAN YOU HELP?



RENEWAL: Assisting with PCP Selection

MEMBER'S OPTION :	MEMBER'S ACTION :	2019 BENEFIT YEAR PCP ASSIGNED
STAY with the new PCP assigned.	Do nothing.	Assigned the new carrier selected PCP.
CHANGE the new PCP back to the current PCP if the PCP is currently in the network	Call the carrier right away to change the PCP back to the current PCP.	Re-assigned the current 2018 PCP if the PCP is in the network.
SELECT a new PCP in the network.	Call the carrier right away to select a new PCP.	Assigned the member selected PCP.



Reminder: Binder Payment

- New members must submit a BINDER payment when enrolling.
- **Renewing** members **must submit a NEW BINDER payment** when changing carriers or changing to or from HMO/PPO/EPO, even within the same carrier.
 - ✓ Must ensure their auto-pay settings adjust to the new premium amount.





COVERED CALIFORNIA POLICY REMINDERS

Policy Reminders: Restoring APTC After Late Consent

 Advanced Premium Tax Credit (APTC) will be restored back to January 1 of the plan year, when the consumer calls to request it





Policy Reminders: Rules on Grace Periods

- Current regulations allow a 3 month grace period for subsidized enrollees (30 days for unsubsidized) who fail to make a payment after their binder payment
- A new "binder" is not needed to start a new plan year if the consumer is renewing into the same carrier and the same product or plan





Policy Reminders: Reinstating Consumers After Terminations

Reinstating Enrollment After Termination

- Common reasons for plan termination
 - Consumer request
 - Non-payment of premium
 - Loss of eligibility
 - Erroneous termination



Policy Reminders: Retroactive Enrollments

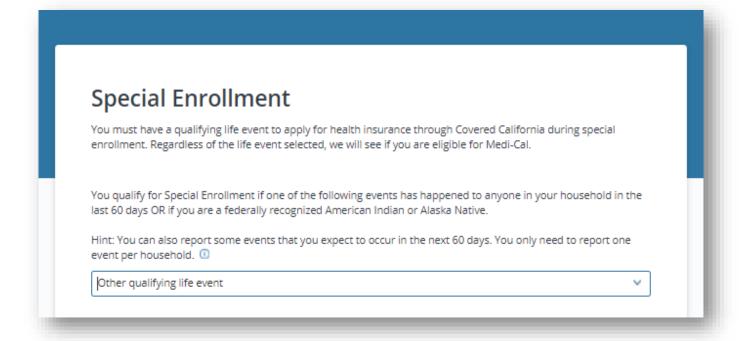
- When there is a coverage gap of two or more months, full outstanding premium must be sent for retroactive enrollment.
- Partial payments toward the outstanding premium will be applied to prospective coverage in a new policy (and mean a gap in coverage), unless the carrier and consumer agree on a different payment plan.



Policy Reminders: New Qualifying Life Event (QLE)

Covered California has added a new QLE for Special Enrollment

- Federal or California State of Emergency is a Qualifying Life Event
 - ✓ In the online application select drop-down menu select "Other"





Policy Reminders: Overage Dependents

Each year Covered California removes dependents over age 26 who are not disabled adult children prior to the start of the enrollment season.

Allowed to enroll in a health plan together:

- Subscriber spouse or registered domestic partner
- Child(ren) natural, adopted, step-children, and other tax dependent children under age 26 to whom the Subscriber is custodian/guardian/parent.



Policy Reminders: Overage Dependents (cont....)

May be on application together

• Over-age *tax dependents* (including adult children, grandparents, and others) can be on the same application, but must enroll into a separate plan as a custom grouping in the application.

Requires a separate application

Non-tax dependents must be on their own application, in their own plan.



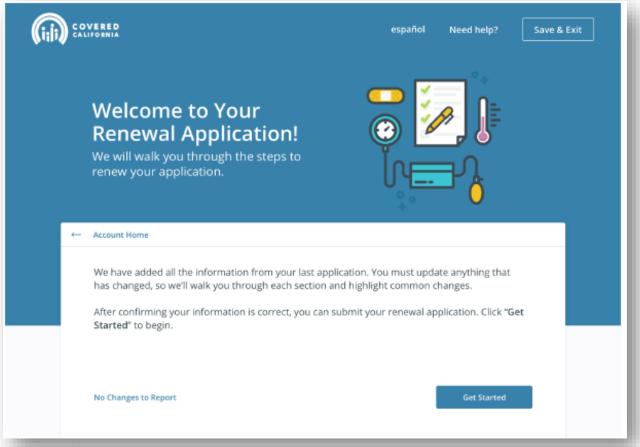
Calheers Release 18.9

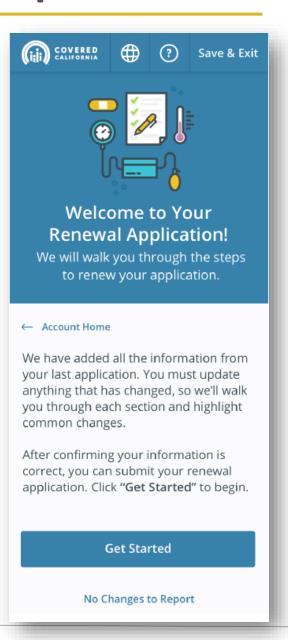
Renewal Consumer Journey updated to improve Consumer Experience

- All Covered California cases in Renewal mode will have access to report a change for the current benefit year
- For consumers who elect to terminate participation after Active or Passive renewals, they will be prompted to confirm if they also intend to discontinue/terminate the enrollment for the next benefit year
- CalHEERS will allow consumers with a Qualifying Life Event (QLE) to apply for current year coverage from Sign-up start date through 12/31/2018 – no longer required to contact service center



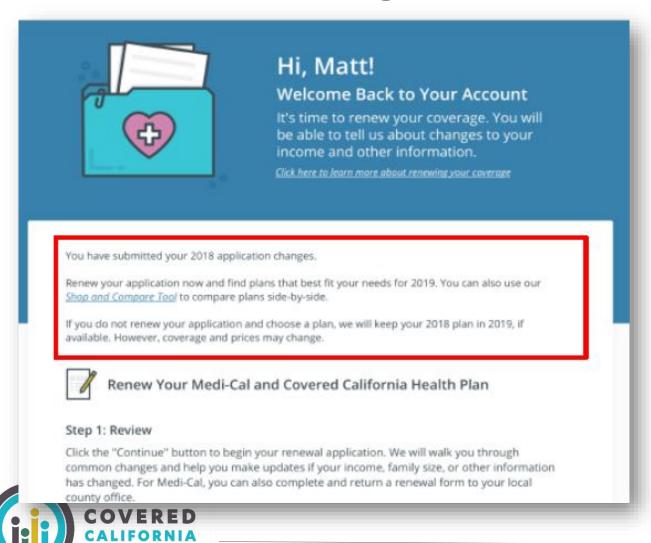
2019 Renewal Screens added for Mobile Device

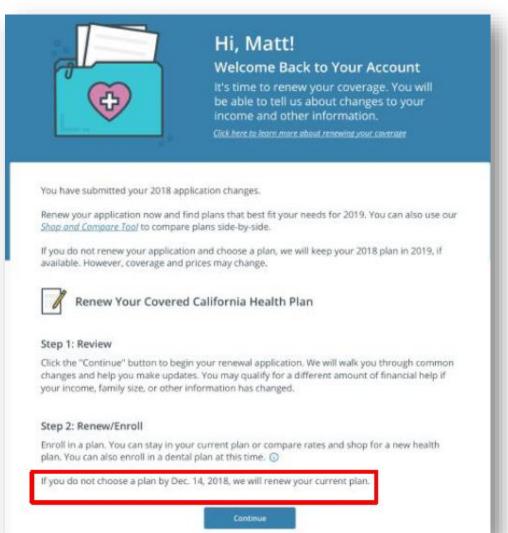






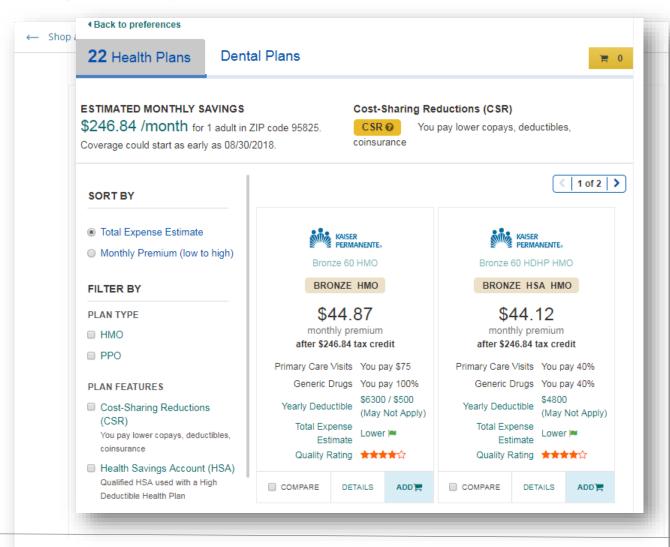
2019 Renewal Messages added to the Account Home page





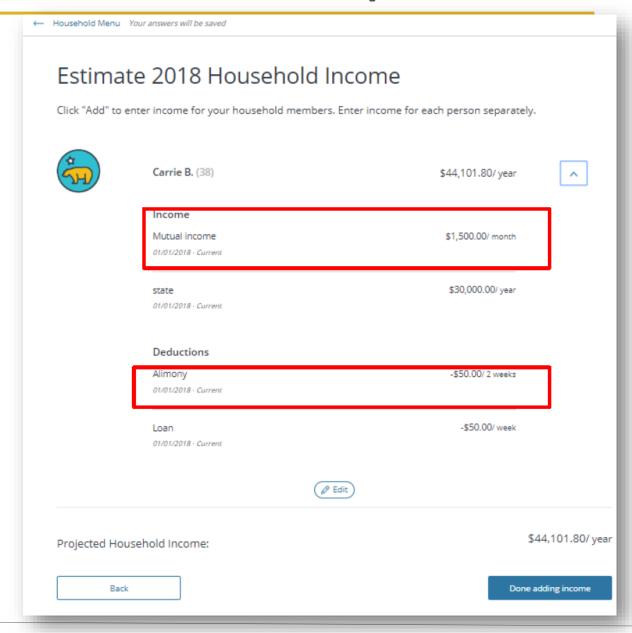
Updates to plan selection pages to promote ease of selection

- Provider Network displays first
- Formatting enhancements



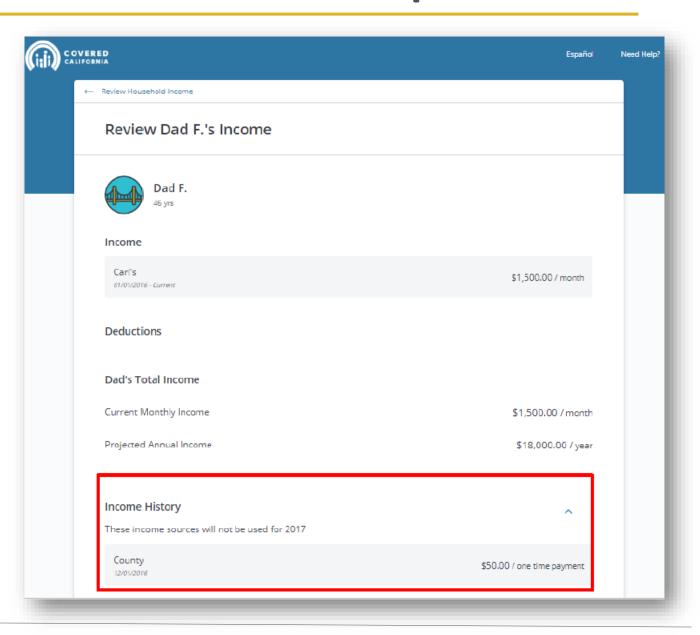


Income begin and end dates have been added to the application





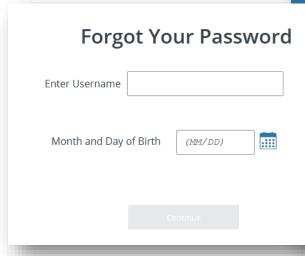
Income History has been added for reference

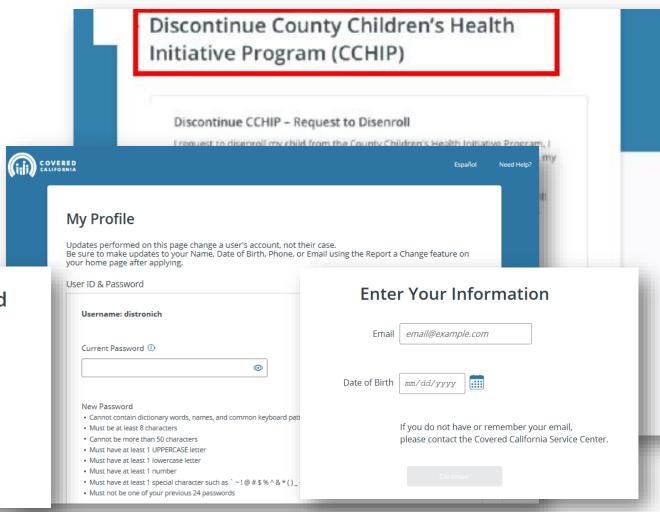




Updated *look* and *feel* to remaining Online Application Pages

- Forgot Password and Username popups
- Consent for Verification Pages
- My Profile Pages
- Discontinue CCHIP pages







CalHEERS Re

{BUSINESS NAME} {CITY}, {STATE_CD} {ZIPCODE}

date

Administrative Staff

Important news about your Covered California account

ilable in PDF format!

All Agency Managers wi approved by the Agent

Agent Certification I

{CURRENT DATE}

Agency Legal Business Name: {BUSINESS NAME}

Dear Agency Manager(s),

{STAFF_FIRST_NAME} {STAFF_LAST_NAME}'s status has been changed to {APPROVED STATUS}, effective {STATUS CHANGE DATE}.

Instruct {STAFF_FIRST_NAME} {STAFF_LAST_NAME} to go to the Covered California website, apply.coveredca.com. From there they will click on the "Apply Now" button and then click on the "Start Here to Create an Account" link for Approved Admin Staff.

Agency Legal Business N

To create an account {STAFF_FIRST_NAME} will need the following three items: Agency's Legal Business Name, the email address the Agency used to create {STAFF_FIRST_NAME}'s profile (if unsure, review the Approved Admin Staff information page in the Agency Portal), and the delegation code below.

Renewal Notice (Call

Delegation Code: {DELEGATION CODE}

Questions? Visit coveredca.com/agents/ or call the Agent Service Center at 1-877-453-9198.

Agent business address

Sincerely,

Covered California Agent Admin Team

CalNOD68

{Page Number}



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rrespondence address

QUESTIONS



THANK YOU!

